



Wyoming Lender Alert

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Steven Despain, District Director

Making a Difference for Small Business in Wyoming

Featured Success Story

The Window & Door Store

Luis Etxaniz needed a new door and the estimate was extremely high. On a trip to Salt Lake City, Utah, he saw the same product for a lot less. So, he started making



trips outside the area and bringing back products to various individuals in Green River. Consequently Luis and Sharon Etxaniz started The Window and Door Store in their garage in 1994.

Today the Etxanizs sell and install doors, windows, seamless gutters and house siding. They quickly outgrew their humble beginning and now employ seven to eight people in addition to working with subcontractors (siding/roofers/carpenters). They guarantee quality installations and believe excellence, consistency, good products and customer relations are key to good

business. The business is open Monday thru Friday from 8:30 A.M. to 5:30 P.M. and Saturdays from 9:00 A.M. to 1:00 P.M. Luis makes himself available to suit the customer's schedules rather than his own. The Window & Door Store does business in Green River, Wamsutter, Evanston, Big Piney and many other cities in Wyoming.



Mr. and Mrs. Etxaniz take great pride in their business. They hire the best carpenters and have established a reputation for fair and reasonable prices combined with quality, dependability and provide outstanding customer service.



Mr. Etxaniz immigrated to the United States in 1969. He has degrees in Physics and Math. He speaks Basque, French, Spanish, Italian and English and volunteers to help individuals with

citizenship, medical and legal issues. He also assists those who need interpreting assistance in the languages he speaks. In addition to The Window & Door Store, the Etxanizs own apartments and commercial space which they rent.

The Etxanizs have three daughters who reside with them in Green River, and two sons, one in Houston and one in Dallas.

7(a) Centralization Underway

Centralization of standard 7(a) loans began Dec. 28, 2006 when the SBA Loan Guaranty Processing Centers in Sacramento, Calif., and Hazard, Ky., began accepting non-PLP and non-SBAExpress loan applications. The transfer of SBA processing of regular 7(a) loans from district offices to the centers is being phased in over a three-month period. The schedule is on the SBA Website at: www.sba.gov/banking/Schedule.doc.

Additionally, both the District Office and the Center are committed to making this process work for your bank. So, feel free to contact either office with any questions.

The Center will have been in operation for three months by the time Wyoming is phased in on March 12th.

If you missed our ReadyTalk training on 7(a) Centralization, you can find it at:

<https://cc.readytalk.com/play?id=0a99110> or go to SBA's website at

http://www.sbaonline.sba.gov/wy/WY_FINANCING.html and choose 7a Standardization Information — Log in to Listen!” ...Questions can be addressed to Steve Parker at 307-261-6506, or via e-mail at: Stephen.parker@sba.gov.

Small Business Use of Credit Cards Increases

The number of small business loans out-standing under \$100,000 increased 25 percent between June 2004 and June 2005, according to a report released by the Office of Advocacy of the Small Business Administration. The increase came mostly from credit card use by small business.

The December 2006 report referenced that the number of small business loans outstanding between \$100,000 and \$1 million increased 5 percent during the same period.

Access to credit is vital for small business survival. One evident trend is the increase in the number of micro business loans outstanding. Coupling that increase with the small increase in the dollar amount outstanding of those loans shows that the small business credit card market continues to be quite dynamic.

SBA's Express Loan program can help small businesses with working capital to support growth, take on another product line, or another contract. Explore the possibility of using the SBA Express Loan program to set up a 10 or 11 month line of credit or a revolving line of credit.

The guaranty fee is only .25%, provided the loan term remains under one year, which makes for a low SBA cost.

Perhaps this is a better solution for some small businesses rather than credit card use.

Three Reasons you and your customers need SBA:

**Risk reduction for lender =
Loan support for small business =
Longer repayment terms =
Smaller installments
Larger loan amount =
Proper size loan**

Continue using SBA guaranty programs:

**SBA 7(a) general business loans
Express Loans
CAPLine Loans
Pre-Export Loans
International Trade Loans
504 Debenture
Real estate & Equipment**

Remember – Your Wyoming SBA District Office will be there for your support & assistance.

Small Businesses Benefit from IRS Refund

From: The Small Business Advocate Newsletter, U.S. Small Business Administration Office of Advocacy

In May 2006, the Internal Revenue Service announced that taxpayers (individuals, businesses, and tax-exempt organizations) can request a refund of the long distance telephone excise taxes paid during the 41-month period between March 2001 and August 2006.

Individuals must request the refund on their 2006 tax return. To claim the refund, individual taxpayers can determine the actual amount they paid during the period or take a standard refund. The standard refund amount is \$30 to \$60 depending on the number of exemptions claimed by the individual taxpayer. Sole proprietors who report \$25,000 or less in gross receipts on their 2006 tax return may also opt to claim the standard refund amount.

Other filers must complete Form 8913, Credit for Federal Telephone Excise Tax Paid. To complete this form, taxpayers must determine the actual amount of refundable

long-distance telephone taxes they paid for the period, or they may use a formula. Businesses should attach Form 8913 to their regular 2006 income tax returns. Tax-exempt organizations must attach it to Form 990-T.

The special formula provided by the IRS permits businesses and tax-exempt organizations to compare two telephone bills from 2006 to determine the percentage of their telephone bill that represents the tax. Businesses and tax-exempt organizations should use phone bills with a statement date in April 2006 and September 2006. Taxpayers calculate the telephone tax as a percentage of their April 2006 bill (which included the excise tax for both local and long-distance service) and their September 2006 telephone bills (which only included the tax on local service). The difference between these two percentages is applied to quarterly or annual telephone expenses to determine the amount of the refund.

For businesses and tax-exempt organizations with 250 or fewer employees, the maximum refund is 2 percent of the total telephone expenses incurred during the period. For businesses and tax-exempt organizations with more than 250 employees, the maximum refund is 1 percent of their total telephone expenses for the period.

Additional information can be found on the IRS's website at www.irs.gov/newsroom/article/0,,id=164305,00.html.

SBA Administrator Proposes More Support for Veterans

*Agency Exceeds Three Percent Goal
for Service-Disabled Veteran-Owned
Small Business Contracting*

Administrator Steven C. Preston of the U.S. Small Business Administration (SBA) issued the following statement:

"I am delighted that Sen. Kerry has chosen to focus on America's

veterans in his first hearing as Chairman of the United States Senate Committee on Small Business and Entrepreneurship. The U.S. Small Business Administration, including our nearly 800 veteran employers, is also committed to serving those who are serving our nation. We have done a great deal to date, and we intend to do more.

“Under President Bush’s Executive Order 13360, the SBA is responsible for helping other federal agencies meet the requirement to award 3% of their contracts to service-disabled veteran-owned small businesses (SDVOSB). This is an ambitious goal, as less than one percent of all small businesses are SDVOSBs. However, the SBA and the Department of Veterans Affairs are leading by example: both agencies exceeded the 3% goal in FY 2006. Government wide, substantial progress is also underway; from FY 2004 to FY 2005, the most recent years for which data is available for all federal agencies, federal contracting with SDVOSBs increased 58 percent to \$1.9 billion. Last month, the General Services Administration announced contract awards to more than 40 SDVOSBs, with a potential value of \$5 billion over the life of the contracts.

“Early this month, the White House’s Office of Federal Procurement Policy and SBA sent a joint letter to the heads of other federal agencies, reaffirming our commitment to the 3% goal across government. To help achieve that goal, SBA has increased the staff of the Veterans Business Development office by 50% this year. If Congress acts on our request to address the \$21 million shortfall in our operating fund, we will dedicate more resources to this effort this year; if not, we will prepare to further ramp up our training and oversight next year.

“More than 14% of small businesses in America are owned by veterans. In 2001, to help small businesses that suffer when reservists and guardsmen are called to duty, SBA began offering the Military Reservist Economic Injury Disaster Loan program. However, this program only helps small businesses *after* the economic jury has occurred. SBA is now considering ways to provide improved counseling to reservists and members of the National Guard before they are mobilized, so that they do not suffer undue financial hardship when the call to active duty comes. I have ordered a review of the coordination among our contracting assistance, training, and other programs to ensure veterans’ small business needs are well served.

“I know that Senator Kerry, Senator Snowe and the other members of the Senate Committee on Small Business and Entrepreneurship also consider veteran’s needs a top priority. On behalf of the SBA, I look forward to working with the committee to continue to ensure that America’s veterans, who put themselves between us and harm’s way, are properly supported.”

The SBA and its Office of Veterans Business Development (OVBD) provide comprehensive assistance, outreach and support to veterans. Each year, the SBA assists more than 100,000 veterans, service-disabled veterans and Reserve Component members.

- Some key programs/services SBA provides include: Special support through 68 Veterans Business Development Officers (VBDO) nationwide who help Veteran entrepreneurs access the full range of SBA programs and partners. For your nearest VBDO, visit:

www.sba.gov/VETS/rep.html

- Funding for five Veterans Business Outreach Centers that provide outreach, training, counseling, mentoring and directed e-referrals to veterans owning or considering starting a small business. Visit:

www.sba.gov/VETS/vbop.html

- Planning, e-counseling and lending assistance for self-employed Reserve and National Guard members facing activation or deployment. Visit: www.sba.gov/reservists.

- Federal goal setting and guidance for veteran-owned and service-disabled veteran-owned small business seeking contracting opportunities in the federal marketplace.

For more information about the SBA’s veterans programs, visit www.sba.gov/VETS/.

Upcoming Events

March 7 - Women’s Roundtable, Casper and Dubois

March 8 – Women’s Roundtable, Laramie and Worland

March 12–WY 7(a) Centralization

March 15--Women’s Roundtable, Powell

March 20 –Women’s Roundtable, Cody

March 23-24 –Johnson County Business Expo

